Overseas Business

The Group's overseas operations continue to lay the groundwork for sustainable growth through the strategic allocation of resources that leverage the competitive advantages of each region, as well as through proactive collaboration and investment.

In the Americas, in addition to our traditional FICC business, equities, which have enjoyed a steady upswing in revenue, are driving the growth of our operations in the region. Both businesses are expanding the flow of customers through product diversification, thereby further stabilizing their revenue base. In particular, regarding US equities, a mainstay product, cooperation with the WM Division in Japan is progressing steadily. Moreover, we are working to cultivate a local customer base by establishing satellite offices in regional financial hubs.

In Europe and the Middle East, we remain committed to improving profitability in a bid to establish a structure that is capable of consistently generating stable profits as an efficient sales base. Turning to the FICC business, we are working to expand our customer and revenue bases by promoting integrated management with the Americas. In Equities, in addition to expanding our product lineup and strengthening customer engagement, we will further expand sales activities in Northern Europe and the Middle East. As part of our M&A activities, we will bolster efforts to not only expand our pipeline, but also improve profitability by strengthening our presence in the mid-cap market, enhancing our coverage structure, and engaging in proper cost control.

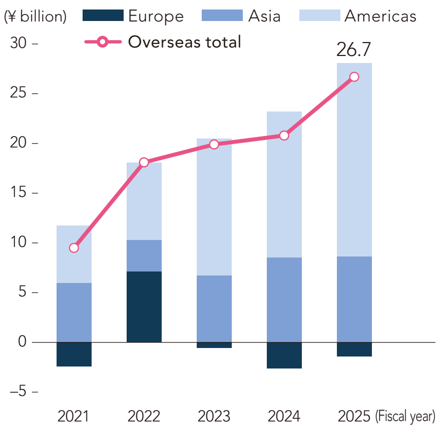
In Asia and Oceania, we are working to improve profitability from pan-Asian equity investors by upgrading and expanding promotional events and investor relations (IR) activities to broaden our customer base for Japanese and Asian equities. In the WCS* business, we are taking preparatory steps to open a new office in Bangkok, in addition to our existing offices in Singapore and Hong Kong. Furthermore, by forming a business alliance with Affin Hwang Investment Bank in Malaysia with which we have a long-standing relationship, we will begin providing services tailored to the needs of Malaysia's high-net-worth individuals. Building on this endeavor, we will work to expand our customer base through collaboration between Japan and Asia as part of ongoing efforts to cultivate high-net-worth Chinese customers.

With a view to promoting our alliance strategy, we are focusing on Asia to capture market growth through partners in various countries and to generate synergies with the Group. In India, we began a business partnership with the Ambit Group in 2016, and since acquiring an equity stake in Ambit Private Limited in 2023, have progressively deepened collaboration. In forging closer ties, we took up equity investments in Ambit Finvest Private Limited, a non-bank financial institution, in 2024, and in Ambit Wealth Private Limited, which operates a wealth management business targeting ultra-high-net-worth individuals in 2026. Through these investments, our goals are to capitalize on the growth of India's non-bank financial and wealth management sectors, which are expected to experience high growth over the medium to long term, and to contribute to the promotion of financial inclusion in the region.

Through these means, we will secure sustainable growth across our overseas business as a whole by developing businesses tailored to the strengths of each region in line with their growth potential and profitability.

* Wealth and Corporate Solutions: Private banking solutions mainly to high-net-worth Japanese citizens living abroad and to corporate customers that are overseas subsidiaries.

Overseas business: Trends in ordinary income



Direction of regional strategy

Investment/alliances with Ambit Group

2016 — **Business alliance with Ambit**
Alliance in the M&A advisory business area

2023 — **Capital alliance with Ambit**
Collaboration in equity, ECM, and other areas

2024 — **Investment in Ambit Finvest**
Capturing growth in India's non-bank business

2026 — **Investment in Ambit Wealth**
Acquired a partner for wealth management services targeting India's ultra-high-net-worth segment